Appendix C, Pricing Index
A T & T Corp.
DIR-TSO-2652

Manufacturer/Product Line	Customer Discount % off MSRP
Note: Software may be only be purchased when bundled with hardware. Standalone software may not be purchased under this contract.	
AASTRA / Mitel	
BluStar	18.50%
Aastra SIP phones	36.50%
Appliances	15.50%
Appliance options	10.00%
Monitoring tools	10.00%
Alcatel Lucent	**Customer Discount % off MSRP**
Voice	
OmniPCX Enterprise ACT Hardware	53.50%
OmniPCX Enterprise Software	53.50%
Software and Applications	53.50%
IP and Digital telephone sets	53.50%
DECT Hardware and phones	53.50%
OEM/wireless LAN/VoWLAN	9.50%
Voice Services (factory)	9.50%
Services for Wireless Access Points	15.00%
Enterprise Common Hardware	53.50%
OXE Common Hardware Data/System board	53.50%
Common system Hardware	53.50%
User Software Licenses	53.50%
Voice Boards	53.50%
8 and 9 Series Terminals	53.50%
SMS/SES- software maint. and evolution svc	39.50%
OmniPCX Office Hardware	53.50%
Undefined	53.50%
OmniPCX Office Software licenses	53.50%
Technical Services	0.75%
OmniVista Management, optional SW modules	46.00%
OS10K, OS9000E	16.00%
Vital QIP Bundles HW & SW	16.00%
Power cords, miscellaneous material	14.00%
Standard data Technical Services	8.00%
OmniStack 62XX….64XX	42.50%
OmniSwitch 6850,6900	44.50%
WLAN and OmniAccess 700	26.00%
UTM Fortinet security appliances	17.00%
OmniAccess 700	30.50%
Aruba	**Customer Discount % off MSRP**
Hardware	37.50%
Avaya	**Customer Discount % off MSRP**

Category 1	
CM Common Hardware	38.00%
CRM/Call Management Software	38.00%
CC Reporting	38.00%
CM SOFTWARE	38.00%
INTERGRATED MGMT	38.00%
Cust Svc Editions	0.75%
CMR SERVER	38.00%
DCP Terminals	38.00%
CM Software / Aura	38.00%
CEBP Software	3.50%
ECAD – Self Service	38.00%
High Density Trunk Gateways	14.00%
ECAD Intuity Audix Hardware	38.00%
ECAD - Intuity Audix Software	38.00%
ECAD - Intuity Audix	38.00%
IP Endpoints (includes Unified Communications)	38.00%
CM S8700 SERVER	38.00%
CM S8300 SERVER	38.00%
IP DECT	27.00%
IP 400 / IP Office	19.00%
CM IP SW	38.00%
IP TERMINALS	38.00%
Distributed Enterprise HW	32.50%
Distributed Enterprise SW	32.50%
16xx Series Terminals	22.00%
ECAD Call Center CTI	38.00%
CC Express	38.00%
Proactive Contact (HW)	30.50%
Proactive Contact (SW)	30.50%
CSU/DSU/DSL	22.00%
Cajun Advanced Solutions	22.00%
Cajun Workgroup	22.00%
Extreme	22.00%
Wireless Infrastructure	22.00%
S8400 Server	38.00%
Nice Recording Software: Must be purchased with hardware	19.00%
ECAD – Contact Center	38.00%
Quick Edition	19.00%
OEM-Witness	19.00%
Trans Talk Wireless	19.00%
Voice Portal	30.50%
OEM – Other HW/SW including Data Access – Pardyne	3.00%
OEM-Verint	19.00%
Spectralink Wireless	19.00%
IP Endpoints	38.00%
Training	0.75%
Modular Messaging Hardware	38.00%
Avaya Messaging	38.00%

Meeting Exchange Hardware & Software bundle	19.00%
Partner Sets – Large	22.00%
Pocket Phone	22.00%
Peripheral Equipment / Analog Terminals	3.00%
Partner	22.00%
ECAD – Non-Discountable	0.75%
Non-Discountable	0.75%
OEM-Custom Solutions	0.75%
SMBS Non-Discountable	0.75%
Misc. Equipment including such items: Power cords, cables, racks, mounting equipment, components, accessories, etc.	0.75%
Legacy Nortel products	
CS 1000	0.75%
BCM	0.75%
Norstar	0.75%
Symposium / CC5 / CC6 / CC7 / Next Gen Contact	0.75%
CallPilot	0.75%
CS 2100 / SL 100	0.75%
Data	0.75%
MPS 1000	0.75%
MPS 1000	0.75%
MPS 1000	0.75%
MPS 1000	0.75%
MPS 1000	0.75%
DATA	0.75%
Check Point:	**Customer Discount % off MSRP**
Cat I - Software	34.00%
Cat III Appliances	28.50%
Cat IV - MSP Software Solutions	34.00%
Cat S - Software Subscription	6.00%
Ciena	**Customer Discount % off MSRP**
Hardware	
ONCENTER & ONECONTROL ADV, OSP License Media	0.75%
ONCENTER & ONECONTROL BASE	32.50%
Carrier Ethernet Portfolio (31xx/39xx/51xx/5305), ESM	46.00%
6500 Core	75.00%
6500 BB/10G/40G/100G/ Photonics/SW; CPL; 5200	79.50%
6500 MSPP/Switching	77.50%
4200 Cat A - Chassis and comms, 2150, 2110	77.50%
4200 Cat B - SW, Opt. ROADM	71.50%
PLOPT A/B	36.00%
PLOPTC	45.00%
PLOPTD/E; CES SFP/XFPs; 61xx; 5430/5410; 6200	55.00%
PLOPTF	66.00%

Great Lakes	Customer Discount % off MSRP
FIBER JUMPERS (SIMPLEX/DUPLEX)	43.50%
FIBER ASSEMBLIES (MULTI FIBER)	43.50%
CATEGORY PATCH CABLES	43.50%
COPPER ASSEMBLIES	43.50%
RACKS/CABLE MANAGEMENT	43.50%
ENCLOSURES/CABINETS	43.50%
CONDUIT/INNERDUCT	43.50%
STRUCTURED CABLING	43.50%
BULK COPPER CABLE	43.50%
BULK FIBER	43.50%
TEST EQUIPMENT	10.00%
CONSUMABLES	10.00%
Misc. Equipment including such items: Power cords, cables, racks, mounting equipment, components, accessories, etc.	0.75%
LOW VOLTAGE	0.75%
A/V PRODUCTS	
AUDIO/VIDEO CONFERENCING	0.75%
AUDIO/VIDEO ACCESSORIES	0.75%
AUDIO/VIDEO CABLES	0.75%
AUDIO/VIDEO PROJECTORS	0.75%
SATELLITE	0.75%
DAS SYSTEMS (DIGITAL ANTENNEA)	0.75%
Powervar/Chloride Power/ Oneac	**Customer Discount % off MSRP**
CL/CP/CB/CC power conditioners	53.50%
CLD power conditioners	42.50%
online series protectors	44.50%
on-series UPS	39.00%
Sinergy UPS	44.50%
Desk power UPS	39.00%
FA power conditioners	40.00%
EDP three phase ups	33.50%
software and instrumentation	33.50%
Plantronics	**Customer Discount % off MSRP**
Call Center Headsets and Accessories	40.50%
Blackwire UC Headsets	27.00%
CS500, W700 and W400 SAVI Series Wireless	40.50%
Voyager Legend UC	35.00%

Calisto UC Series	27.00%
RAD	**Customer Discount % off MSRP**
Hardware	33.00%
Tripplite	**Customer Discount % off MSRP**
UPS, KVM, racks, power strips	44.50%
cables	67.50%
Maintenance	**Customer Discount % off MSRP**
Aastra	
Maintenance & support	0.75%
Alcatel Lucent	
Data maintenance Support Service (Basic, Plus, Total Service)	6.00%
Aruba	
Maintenance	6.50%
Avaya	
Training & Maintenance Services	0.75%
Checkpoint	
Maintenance and support	6.00%
Ciena	
Maintenance	15.50%
Powervar/Chloride Power/ Oneac	
extended warranties, support	0.75%
Rad	
maintenance	11.00%
Tripplite	
Maintenance	44.50%
Technical Services	**Customer Discount % off MSRP**
Aastra	
Custom Services	0.75%
Avaya	
Installation Services	0.75%
Checkpoint	
Cat VII - ProServ	5.00%

Ciena	
Installation	15.50%
Training	15.50%
Certification Training	0.75%
Installation related materials (IRM)	0.75%
Powervar/Chloride Power/ Oneac	
inside or special delivery options	0.75%
Installation	0.75%
Tripplite	
Inside & special delivery	**0.75%**
Installation	**0.75%**
AT&T Services:	**Customer Discount % off MSRP**
AT&T Financing/Leasing Services ICB	ICB
Staging	10.75%
Installation	10.75%
Project Management	10.75%
Telephony Site Survey	10.75%
Wireless Site Survey and Assessment	5.75%
Rapid Assessment - Essential	5.75%
Rapid Assessment - Complete	10.75%
Structured Cabling Services	10.75%
AT&T Technical Services:	**Customer Discount % off MSRP**
Level 1	5.75%
Level 2	5.75%
Level 3	5.75%
Level 4	5.75%
Advanced Infrastructure - Application Profiling and Modeling	
Advanced Infrastructure - Content Networking Planning, Design and Implementation	
Advanced Infrastructure - Level III TCO	
Advanced Infrastructure - Network Assessment	
Advanced Infrastructure - Network Design and Implementation	
Advanced Infrastructure - Quality of Service (QoS) PDI	
Advanced Infrastructure - Storage Networking PDI	
Advanced Infrastructure - Whiteboard Session	
Advanced Infrastructure - Wireless PDI	
Advanced Infrastructure - Wireless Site Survey	
Convergence - Contact Center PDI	
Convergence - IP Telephony PDI	
Convergence - IPT Readiness Assessment	
Convergence - IVR / Applications PDI	
Convergence - Level III TCO	
Convergence - Telecom Strategy	
Convergence - Video over IP Readiness Assessment	
Convergence - Whiteboard Session	

Enterprise OS - Level III TCO	
Enterprise OS - Messaging & Microsoft Exchange	
Enterprise OS - Network Services Infrastructure (DNS, DHCP, WINS)	
Enterprise OS - Server Consolidation, Virtualization, and Storage	
Enterprise OS - Whiteboard Session	
Enterprise OS - Windows Operations Management & Security	
Enterprise OS - Windows Server & Active Directory Architecture	
Ops Management - Business Process Design and Optimization	
Ops Management - Level III TCO	
Ops Management - Operations Center Design & Implementation	
Ops Management - Operations Strategy & Roadmap	
Ops Management - Operations Transition Planning	
Ops Management - Technology Architecture and Integration	
Ops Management - Whiteboard Session	
Project Management	
Technical Services/Security	**Customer Discount % off MSRP**
Business Continuity & Risk Assessment	15.75%
Information Security Policy Development	15.75%
Level III TCO	15.75%
Penetration Testing	15.75%
Regulatory & Industry Compliance Assessments	15.75%
Security PDI	15.75%
PCI Assessments	15.75%
PCI Remediation Support	15.75%
PCI Program Development	15.75%
PCI Attestations	15.75%
PCI QSA Technical	15.75%
Forensic, Triage, & Recovery	15.75%
Identity & Access Mgmt	15.75%
Encryption Strategies	15.75%
Application penetration test	15.75%
Application code review	15.75%
Application assessment prog development	15.75%
Unified Communications	15.75%
Strategy and Roadmap	15.75%
Planning Design Integration	15.75%
Facilitated Workshops	15.75%
Assessment/ Technical	15.75%